

THE DOMINION OF CANADA

TWENTY-NINTH ANNUAL REPORT

OF THE

DEPARTMENT OF TRADE AND
COMMERCE

FOR THE

FISCAL YEAR ENDING MARCH 31, 1921

PRINTED BY ORDER OF PARLIAMENT



OTTAWA
THOMAS MULVEY
PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
1921

1912

1912

1912

THE DOMINION OF CANADA

TWENTY-NINTH ANNUAL REPORT

DEPARTMENT OF TRADE AND COMMERCE

1912

FISCAL YEAR ENDING MARCH 31, 1912

PRINTED BY THE QUEEN'S PRINTER



PRINTED BY THE QUEEN'S PRINTER
OTTAWA
1912

101

Report of the Deputy Minister

*To His Excellency the Duke of Devonshire, K.G., P.C., G.C.M.G., G.C.V.O., etc.,
etc., Governor General and Commander in Chief of the Dominion of Canada.*

MAY IT PLEASE YOUR EXCELLENCY,—

The undersigned has the honour to present to Your Excellency the Report of the Department of Trade and Commerce for the fiscal year ended March 31, 1921.

All which is respectfully submitted.

GEORGE E. FOSTER,

Minister of Trade and Commerce.

DEPARTMENT OF TRADE AND COMMERCE,

OTTAWA, June 23, 1921

Report of the Deputy Minister

OTTAWA, June 23, 1921.

The Rt. Hon. Sir GEORGE E. FOSTER, P.C., G.C.M.G., M.P.,
Minister of Trade and Commerce,
Ottawa.

SIR,—I have the honour to present herewith the Twenty-ninth Annual Report of the Department of Trade and Commerce, that is to say, for the fiscal year ended March 31, 1921.

CANADIAN TRADE STATISTICS, 1921

Statistics respecting the grand total of Canadian trade for the fiscal year ended March 31, 1921, indicate that, excepting the year 1918, they were the largest ever recorded. During the year 1921 the total value of goods imported for consumption and of Canadian goods exported amounted to \$2,429,322,583, as compared with a similar trade in 1918 of \$2,503,560,366, showing a decrease from 1918 to 1921 of \$74,237,783. From 1918 to 1921 the total value of goods imported into Canada for consumption increased from \$963,532,578 to \$1,240,158,882, while the total value of Canadian goods exported decreased from \$1,540,027,788 to \$1,189,163,701, showing an increase in the imports from 1918 to 1921 of \$276,626,304 and a decrease in exports of \$350,864,087.

The trade figures for the year 1921 compare favourably with those recorded for 1918 when allowance is made for the large quantities of commodities imported into and exported from Canada on account of the war. In this connection it is interesting to note that during the year 1918 the imports of articles for the army and navy amounted to no less than \$130,773,475, while for the year 1921 similar imports amounted to only \$228,918, and the exports of cartridges and explosives in 1918 were valued at \$386,340,293, while in 1921 they were valued at only \$1,324,376. The total decrease in the value of cartridges and explosives from 1918 to 1921 more than accounted for the decrease in total exports of Canadian commodities during the same period.

IMPORTS AND EXPORTS BY MAIN GROUPS

Imports.—From 1918 to 1921 the imports into Canada by main groups arranged on the "Component Material Classification" show that vegetable products increased from \$148,958,888 to \$261,081,364; animal products from \$60,570,165 to \$61,722,390; fibres and textile products from \$152,311,282 to \$243,608,342; wood and paper products from \$28,470,715 to \$57,449,384; iron and its products from \$195,248,713 to \$245,625,703; non-ferrous metal products from \$46,203,053 to \$55,553,902; non-metallic mineral products from \$129,788,504 to \$206,095,113; and chemical and allied products from \$27,840,576 to \$36,334,612; while other commodities decreased from \$174,140,682 to \$72,688,072. This decrease was more than accounted for by the decrease in the imports of articles for the army and navy.

12 GEORGE V, A. 1922

Exports.—Only three groups out of the nine main groups into which the exports of Canada are arranged on the "Component Material Classification" show increases from 1918 to 1921, viz.: wood and paper; iron and its products; and non-metallic minerals. Wood and paper products during this period increased from \$116,384,814 to \$284,561,478; iron and its products from \$64,837,223 to \$76,500,741; and non-metallic mineral products from \$19,984,236 to \$40,121,892. From 1918 to 1921 vegetable products decreased from \$587,431,967 to \$482,924,672; animal products from \$209,496,712 to \$188,359,937; fibres and textile products from \$30,804,815 to \$18,783,884; non-ferrous metal products from \$90,072,429 to \$45,939,377; chemical and allied products from \$48,581,823 to \$19,582,051; and other commodities from \$372,433,769 to \$32,389,669. The decrease in the exports of explosives from \$34,997,155 to \$1,271,702 will more than account for the decrease in the exports of chemical and allied products, while the decrease in the exports of cartridges from \$351,343,138 to \$52,674 will more than account for the decrease in the exports of other commodities.

The following is a summary of the trade of Canada for the fiscal years 1914 (prewar); 1918 (war); 1920 and 1921 (postwar):—

1.—IMPORTS AND EXPORTS OF CANADA BY MAIN GROUPS

Main Groups	Years ended March 31—			
	1914	1918	1920	1921
<i>Imports for Consumption—</i>	\$	\$	\$	\$
Vegetable products.....	97,627,371	148,958,888	242,075,389	261,081,364
Animal products.....	41,092,915	60,570,165	95,098,743	61,722,390
Fibres and textiles.....	110,577,319	152,311,282	231,559,877	243,608,342
Wood and paper.....	40,616,701	28,470,715	43,183,267	57,449,384
Iron and its products.....	143,864,735	195,248,713	186,319,876	245,625,703
Non-ferrous metals.....	35,664,771	46,203,053	62,103,913	55,553,902
Non-metallic minerals.....	85,157,392	129,788,504	121,956,176	206,095,113
Chemical products.....	17,104,393	27,840,576	29,886,102	36,334,612
Other commodities.....	47,488,401	174,140,682	62,344,780	72,688,072
Total imports.....	619,193,998	963,532,578	1,064,528,123	1,240,158,882
Dutiable imports.....	410,258,744	542,341,522	693,655,165	847,561,406
Free imports.....	208,935,254	421,191,056	370,872,958	392,597,476
Duty collected on imports.....	107,180,578	161,596,629	187,524,182	179,658,474
<i>Exports (Canadian)</i>				
Vegetable products.....	201,446,644	587,431,967	416,122,771	482,924,672
Animal products.....	76,591,015	209,496,712	314,017,944	188,359,937
Fibres and textiles.....	1,933,513	30,804,815	34,028,314	18,783,884
Wood and paper.....	63,201,624	116,384,814	213,913,944	284,561,478
Iron and its products.....	15,483,491	64,837,223	81,785,829	76,500,741
Non-ferrous metals.....	53,421,764	90,072,429	55,347,802	45,939,377
Non-metallic minerals.....	9,263,146	19,984,236	30,289,333	40,121,892
Chemical products.....	4,516,044	48,581,823	22,209,660	19,582,051
Other commodities.....	5,731,198	372,433,769	71,776,501	32,389,639
Total Canadian exports.....	431,588,439	1,540,027,788	1,239,492,098	1,189,163,701
Foreign exports (totals).....	23,848,785	46,142,004	47,166,611	21,264,418
Total exports.....	455,437,224	1,586,169,792	1,286,658,709	1,210,428,119
Excess imports over exports.....	163,756,774			29,730,763
Excess exports over imports.....		622,637,214	222,130,586	

SESSIONAL PAPER No. 10

2.—IMPORTS AND EXPORTS OF CANADA WITH UNITED KINGDOM AND UNITED STATES

Main Groups	With United Kingdom		With United States	
	1914	1921	1914	1921
<i>Imports for Consumption</i>	\$	\$	\$	\$
Vegetable products.....	16,202,907	38,724,130	44,118,714	121,062,297
Animal products.....	5,737,729	5,148,783	23,295,875	42,911,179
Fibres and textiles.....	60,834,336	111,348,051	33,629,754	101,738,045
Wood and paper.....	3,998,296	3,144,574	34,522,108	52,359,847
Iron and its products.....	17,262,813	16,698,085	121,342,038	226,855,725
Non-ferrous metals.....	4,785,570	6,680,955	27,818,942	45,864,290
Non-metallic minerals.....	6,281,813	9,118,403	74,060,769	188,459,045
Chemical products.....	4,293,412	6,048,717	9,583,462	26,776,364
Other commodities.....	12,673,530	17,061,864	27,930,476	50,150,028
Total imports.....	132,070,406	213,973,562	396,302,138	856,176,820
Dutiable imports.....	102,375,867	170,135,906	249,482,610	544,010,980
Free imports.....	29,694,539	43,837,656	146,819,528	312,165,840
<i>Exports (Canadian)</i>				
Vegetable products.....	146,854,812	141,343,424	34,095,266	147,081,112
Animal products.....	35,419,016	91,291,301	32,320,872	75,751,046
Fibres and textiles.....	234,364	2,643,202	1,201,699	7,122,882
Wood and paper.....	12,805,898	36,761,384	45,186,230	216,011,556
Iron and its products.....	1,430,560	17,653,826	2,044,031	19,630,413
Non-ferrous metals.....	16,561,574	9,873,516	34,341,591	30,029,799
Non-metallic minerals.....	434,816	3,127,338	7,155,999	22,270,447
Chemical products.....	496,469	3,225,947	3,051,518	11,694,858
Other commodities.....	1,016,460	6,924,933	3,975,619	12,730,854
Total Canadian exports.....	215,253,969	312,844,871	163,372,825	542,322,967
Foreign exports (totals).....	7,068,323	1,383,800	13,575,474	18,378,969
Total exports.....	222,322,292	314,228,671	176,948,299	560,701,936
Excess imports over exports.....			219,353,839	295,474,884
Excess exports over imports.....	90,251,886	100,225,109		

12 GEORGE V, A. 1922

3.—IMPORTS AND EXPORTS OF CANADA BY PRINCIPAL COUNTRIES

	Years ended March 31—			
	1914	1918	1920	1921
<i>Imports for Consumption</i>	\$	\$	\$	\$
From—				
United Kingdom.....	132,070,406	81,324,283	126,362,631	213,973,562
Australia.....	713,111	2,356,665	1,371,775	791,980
Bermuda.....	7,539	84,940	55,604	76,959
British East Indies.....	7,218,987	16,454,226	16,236,412	14,307,404
British Guiana.....	3,179,112	6,716,647	7,412,931	9,085,108
British South Africa.....	477,823	553,362	735,948	146,798
British West Africa.....	29,118	15,480	174,928	104,719
British West Indies.....	4,347,310	10,550,530	12,114,790	14,833,746
Hong Kong.....	1,010,021	1,805,515	3,208,836	3,516,760
Newfoundland.....	1,840,523	2,947,527	2,146,414	2,886,203
New Zealand.....	3,192,900	3,735,559	3,494,600	4,219,965
Other British Empire.....	439,996	1,510,617	1,036,790	2,059,484
Argentine Republic.....	2,603,128	984,955	3,402,554	2,552,831
Belgium.....	4,490,476	12,973	911,407	4,693,368
Brazil.....	1,163,785	990,777	1,973,768	2,552,831
China.....	913,262	1,336,890	1,205,229	1,897,349
Cuba.....	3,952,887	1,085,547	17,585,528	30,743,239
France.....	14,276,535	5,274,064	10,630,865	19,138,062
Germany.....	14,586,223	27,181	44,255	1,547,685
Greece.....	445,036	20,296	729,830	817,157
Italy.....	2,090,387	771,187	999,040	1,745,330
Japan.....	2,604,216	12,255,319	13,637,287	11,360,821
Mexico.....	1,471,182	664,790	2,648,915	2,185,399
Netherlands.....	3,015,456	1,054,176	2,266,169	4,237,791
Norway.....	486,379	141,058	461,848	616,978
Roumania.....	4,556	.....	.....	688
Sweden.....	603,401	110,172	360,353	555,927
Switzerland.....	4,314,805	3,146,482	7,758,051	14,143,448
United States.....	396,302,138	792,894,957	801,097,318	856,176,820
Other foreign countries.....	11,343,300	14,706,383	24,464,047	19,592,923
Total imports.....	619,193,998	963,532,578	1,064,528,123	1,240,158,882
<i>Exports (Canadian)</i>				
To—				
United Kingdom.....	215,253,969	845,480,069	489,152,637	312,844,871
Australia.....	4,673,997	8,751,677	11,415,623	18,112,861
Bermuda.....	383,151	823,407	1,249,020	1,523,992
British East Indies.....	686,324	3,774,475	6,762,259	6,388,898
British Guiana.....	649,675	1,978,323	3,109,381	3,594,118
British South Africa.....	3,831,270	5,065,658	8,649,756	14,648,879
British West Africa.....	39,011	69,226	1,067,639	666,576
British West Indies.....	4,469,329	6,838,563	10,869,276	13,030,225
Hong Kong.....	1,879,261	1,003,900	1,343,867	2,000,825
Newfoundland.....	4,508,090	10,191,564	16,175,443	16,676,728
New Zealand.....	1,933,698	4,089,823	6,987,008	11,873,000
Other British Empire.....	334,742	828,590	5,006,094	2,091,246
Argentine Republic.....	2,134,522	1,203,142	6,126,457	8,171,980
Belgium.....	4,269,394	4,909,453	28,463,855	40,252,487
Brazil.....	767,858	974,368	2,703,488	2,835,191
China.....	473,074	1,954,055	6,665,805	4,906,570
Cuba.....	1,815,414	4,015,940	6,329,783	6,573,768
France.....	3,632,444	201,526,297	61,108,693	27,428,308
Germany.....	4,044,019	.....	610,528	8,215,337
Greece.....	11,934	4,262	29,588,984	20,834,577
Italy.....	514,660	3,336,059	16,959,557	57,758,343
Japan.....	1,587,467	4,861,244	7,732,514	6,414,920
Mexico.....	51,747	482,428	410,825	1,086,197
Netherlands.....	3,985,987	2,462,574	5,653,218	20,208,418
Norway.....	845,331	173,491	4,798,299	5,119,365
Roumania.....	69,800	.....	12,953,605	3,801,584
Sweden.....	177,313	15,596	4,449,105	5,528,361
Switzerland.....	21,439	3,921	1,484,416	1,410,777
United States.....	163,372,825	417,233,287	464,028,183	542,322,967
Other foreign countries.....	5,170,694	7,976,396	17,636,780	22,842,332
Total exports.....	431,588,439	1,540,027,788	1,239,492,098	1,189,163,701

SESSIONAL PAPER No. 10

INTERNAL CONDITIONS

During the twelve months ending May 31 last, notwithstanding an increase in the weekly family budget in the cost of fuel and rent, the price of food showed a reduction from \$16.65 to \$12.25, and the cost of clothing from \$7.80 to \$5.75, the total cost of living showing a reduction from \$41.59 to \$36.04.

Employment conditions in Canada, which reached their lowest ebb at the end of March and after a slight recovery slumped again until the end of April, have slowly but steadily improved since the beginning of May, and there is every prospect that the improvement will continue.

Since April last labour conditions have grown better, largely as a result of the reopening of railway shops and increased activity in the iron and steel industries. There have been decreases in employment in the pulp and paper mills, in textile and leather plants, and in logging operations; but these have been more offset by increases due to the resumption of operations by lumber mills, to the demand for men for water transportation systems, to railway construction and maintenance work, and to the activity in the iron and steel industries. Minor improvement of conditions has also taken place in the fish-canning industry, railway transportation and glassmaking. In the west farm labour bureaus operated by the three Prairie Provinces report that whereas through their services farmers could only secure up to May 1, 1920, 10,000 agricultural labourers, they secured this year up to May 1, 16,000 farm hands.

EXTENDING FOREIGN TRADE

One of the chief necessities in extending foreign trade is often overlooked, notwithstanding that frequent attention is drawn to it: it is that of being specific in communicating with the possible foreign customer. This is now even more important, due to the fact that foreign buyers are being circularized extensively at the present time by competitors of Canada from all over the world. In opening correspondence, therefore, with a foreign firm business men should bear in mind that his correspondent has perhaps never heard of him and cannot readily learn anything of his financial standing or integrity. Moreover, when a seller is making overtures, it is his business to give sufficient information about himself, rather than expect his correspondent to search for it. It is also just as essential that full particulars regarding his product should be given. Trade and banking references in Canada, or in countries far removed from the territory in which the Canadian exporter desires to do business, are not sufficient. Wherever possible Canadian banking references should be given, when such banks are established in the foreign field referred to, or arrangements should be made with other Canadian banks who have recognized correspondents in the field to be opened. If this be not done, a foreign buyer is apt to give more attention to business solicited by a firm who makes the question of essential inquiries easy. This is fundamental. In those cases where inquiries are easily made, it is beyond argument to dispute the fact that such business will be given first consideration.

EXPORT REQUIREMENTS

The main features to be observed in conducting an export trade are as follows:—

1. Correctness in entering items on order.
2. Pricing.
3. Terms of sale.
4. Drafts and draft forwarding
5. Insurance and insurance rates.
6. Consular papers when necessary.
7. Classifications and declarations.

8. Interior packing.
9. Exterior packing.
10. Crating, strapping and marking.
11. Invoicing.
12. Placing documents on same vessel as goods.
13. Securing ocean space for first available sailing.
14. Obtaining favourable freight rates.

EXPORT METHODS

Criticism is frequently directed toward the export method adopted by various manufacturers and exporters. In fact, throughout the commercial world exporters have to bear the brunt of much severe censure which is leveled at them from time to time in many commercial publications. While much of it doubtless is deserved, yet exporters are frequently condemned when they are in no way to blame.

Transportation companies apparently have entirely escaped reproof. Evidence has been adduced of the shortcomings of certain Canadian steamship companies upon various occasions. Lack of appreciation of the reasonable demands of exporters has been shown, as well as discourtesy. This is especially unfortunate. One Canadian exporter states that he will have to do business in future through New York rather than through Canadian channels. As a general rule the exporter naturally hesitates to give the name of the steamship company concerning which he makes complaint, fearing discrimination against him in future shipments. The principals of any Canadian steamship company no doubt would highly reprimand a subordinate guilty of discourtesy or lack of attention, nevertheless there is an obligation imposed upon them to see that their subordinates have the interest of the country and the steamship company at heart.

It is also incumbent upon the steamship lines to educate the Canadian manufacturer or exporter in the proper methods of shipping goods for export, how they can be most economically packed, and in every way assist him to facilitate the despatch of goods in overseas transport.

One Canadian manufacturing company in good standing informed the department that they had made a shipment through a Montreal steamship company, and having received a request from their foreign clients that a copy of the bill of lading go forward with the goods, they requested the steamship company to return three copies to them so that they might attach their draft, and the fourth copy they asked be forwarded in the stamped and addressed envelope which they inclosed, to the clients abroad, so that it might go forward with the shipment. This request was made for the reason that had the fourth copy also been returned to the manufacturers the steamship would have sailed before it could again be returned to Montreal. The shipping company, however, wrote back to the manufacturers that their office force was too busy on the steamship company's business to look after the business of exporters, and that they would have to take care of such matters themselves. This is incomprehensible, inasmuch as the only work required from the steamship company was to put a sheet of paper in an envelope, seal and post it.

The same steamship company recently advised the Canadian manufacturers referred to, to forward a shipment for a certain boat leaving Montreal on a definite date, which was done. As shipment on a definite date was assured the information was cabled to the clients of the Canadian manufacturers. More than ten days afterwards the steamship company advised the manufacturing company that the promised space was not forthcoming as the boat had too much cargo, but the shipment had been forwarded to St. John to sail more than two weeks thereafter. No

SESSIONAL PAPER No. 10

apology or regret was expressed, the steamship company merely giving curt notice of the fact. The foreign clients, therefore, of the Canadian manufacturer will naturally blame what they will believe to be the unbusinesslike methods of the latter, and business may be lost while explanations are under way.

To add to the irony of the situation the same steamship company has since communicated with the Canadian manufacturing company calling attention to the patriotic duty of all shippers to forward all shipments through Canadian ports rather than through New York, but it is hardly necessary to surmise what the future action of the Canadian manufacturing company may be, when the co-operation and courtesy of New York forwarding agents are compared with the treatment they received in Montreal.

EXCHANGE DIFFICULTIES

Many difficulties, of course, have surrounded exporters by reason of exchange conditions. A practice, however, which in some cases has caused considerable complaint against Canadian exporters should be especially noted. Certain importers abroad have complained bitterly that notwithstanding the fact that they were required to pay 26s. for every 20s. worth of value, they were also required to meet Canadian drafts in United States funds. The explanation of this was that such Canadian houses, having to pay in United States funds for their raw material, were obliged to collect in United States funds on all shipments. This explanation was accepted under the circumstances, though they felt that they should be allowed to pay for goods purchased in Canada in Canadian funds. But the importers referred to found that some Canadian houses, while requiring the foreign importers to pay them in American funds, in one case the draft was negotiated through London, the extra cost of such negotiation being £11 to £12 on an amount of less than £900. This practice was naturally regarded as being extremely unfair to them.

USEFULNESS OF CANADIAN TRADE COMMISSIONERS

After many years experience the undersigned is led to the conclusion that there are many Canadian business men who do not appreciate the services that can be rendered by Canadian Trade Commissioners. Many instances have been brought to the attention of the department where the idea of communicating with a Canadian Trade Commissioner has been an afterthought; possibly when some trouble has arisen, or where their efforts have failed. In opening an export trade it is highly desirable that the prospective exporter should consult the Department of Trade and Commerce at Ottawa so that the experience of its trained officers, at home and abroad, can be placed at the disposal of such exporter. The department will then be in a position to offer its best advice and thereafter enable valuable assistance to be rendered by its Trade Commissioners.

The public generally is under the impression that when a Trade Commissioner has collected the names of buyers and placed them in touch with Canadian exporters, his work is finished. Many hold the belief that only business men should be sent abroad as Trade Commissioners to represent Canada. They overlook the fact that a successful business man as a rule is familiar only with one line of business, whereas Trade Commissioners must familiarize themselves with the conditions surrounding the export trade of every commodity produced in Canada. Others believe that a Trade Commissioner should enter actively into the sale of goods consigned to him by exporters, quite overlooking the obvious fact that the department and the Government would at times become involved in liabilities, responsibilities and difficulties and possible litigation, which is not within the province of Governments to risk incurring except in times of national emergency.

The many activities of a Trade Commissioner render it of first importance that he should be possessed of the highest possible intelligence to enable him to discuss

12 GEORGE V, A. 1922

every line of business, in view of the widely diverse information which is required of him. No thought is given by the public to the many intricate problems a Trade Commissioner has to study in tariffs, exchange, ocean and inland freights, insurance, supply and demand, etc.

The statement appended hereto, which was prepared by the undersigned, first appeared in the *Weekly Bulletin*, but it is now reprinted with a view to impressing upon Canadian business men that Canadian Trade Commissioners can be of real assistance, and further, if exporters will communicate with such Trade Commissioners it will greatly assist the latter in co-operating with such Canadian exporters, and also enable the Trade Commissioners to be of greater value in the extension of Canada's overseas trade.

With reference to the statement appended, however, apologies at the time were made to the Federation of British Industries, who first issued a circular to their members with regard to their foreign representatives, which admirably stated the same class of assistance Canadian Trade Commissioners could give Canadian manufacturers and exporters. The circular referred to, therefore, was used as the basis in its adaptation to the services of Canadian Trade Commissioners.

Commercial Information

1. Manufacturers and exporters can receive up-to-date information through the *Weekly Bulletin* or by direct correspondence with the department or any of the Canadian Trade Commissioners as to:—

- (a) The present and future demand of their goods.
- (b) Foreign and local competition (with specimens, catalogues and prices).
- (c) Details of best selling methods.
- (d) Reports of foreign buyers, though the department cannot assume any responsibility in any opinions expressed by Trade Commissioners. They, however, will use their best endeavours to advise exporters as to the standing of such firms.
- (e) Specifications of articles in particular demand.
- (f) Inquiries for goods, and by means of an efficient system for collecting such inquiries the names can be obtained from time to time from the Commercial Intelligence Branch of the department at Ottawa.

Agents

2. Trade Commissioners will also:—

- (a) Recommend to intending exporters the names of responsible parties in a position to act as agents.
- (b) Give every possible assistance to such agents, and will introduce them to influential individuals or associations who may be in a position to buy goods from Canada.
- (c) Give confidential information when so requested, as to the activities of agents appointed by Canadian exporters.

Advertising

3. Trade Commissioners can assist in advising Canadian exporters and manufacturers:—

- (a) As to the best media in which to place advertisements and the form which such advertisements should take, i.e., adapting them to the special requirements of the community.

SESSIONAL PAPER No. 10

- (b) In the display of catalogues, price lists and samples where they can be seen by potential buyers.
- (c) By distributing trade literature, which will be done at the lowest cost.

General

- 4. (a) Trade Commissioners will always be glad to receive visitors from Canada and introduce them to possible buyers, or put them in touch with such experts as legal advisers, interpreters, and shipping and banking representatives.
- (b) The good offices of Trade Commissioners can always be invoked with a view to settling difficulties which may arise between the Canadian exporters and buyers abroad.
- (c) Trade Commissioners will at any time provide such information as may be available as to freight rates, customs, port dues, etc., so as to enable Canadian firms to quote prices for delivery overseas. They will be glad also to provide information respecting shipping accommodation, storage arrangements overseas, and any other foreign government regulations or conditions which have to be complied with.

Financial Arrangements

5. Particulars can be obtained with regard to:—

- (a) Terms of credit which may be given to foreign buyers.
- (b) Financial houses and banks who will discount bills or give credit.
- (c) Regulations governing the recovery of debts in foreign countries.
- (d) Disposal of goods abroad contracted for but not accepted by foreign buyers.
- (e) Infringement of trade-marks or patent rights; and advice on registration.

COMMERCIAL INTELLIGENCE SERVICE

The Commercial Intelligence Service, which is in charge of Mr. H. R. Poussette, Director, has made marked advances in the interest of Canadian export trade. Mr. H. R. Poussette was one of the Senior Trade Commissioners, and was appointed Director in July, 1920, and assumed office in February last on returning from his trip through the Middle East, taking over the duties in part performed by Mr. Watson Griffin.

Other changes in the service have been as follows:—

Mr. J. Vernon McKenzie, Trade Commissioner at Glasgow, resigned from the service, and Major G. B. Johnson, from Rio de Janeiro, took over the Glasgow office.

Major E. L. McColl, Junior Trade Commissioner, was appointed Trade Commissioner to Brazil, and proceeded to his post in November.

Mr. A. Stuart Bleakney, Trade Commissioner to Holland and Belgium, was allocated to Belgium solely, and opened an office in Brussels. Mr. George E. Shortt, Junior Trade Commissioner, was appointed to the Rotterdam office, and proceeded to his post in November.

Mr. L. D. Wilgress, Trade Commissioner in South Eastern Europe, was transferred to the London office, because of unsettled conditions in the Balkans.

12 GEORGE V, A. 1922

The following Trade Commissioners visited Canada during the fiscal year, renewing their connections with Canadian manufacturers:—

- Mr. A. E. Bryan, of Yokohama;
- Mr. W. McL. Clarke, of Milan;
- J. Forsyth Smith, of Liverpool;
- Mr. Norman D. Johnston, of Bristol.

The expansion of Canadian export trade created a demand among Canadian manufacturers for information regarding other countries than those in which Canada has a permanent representative. During the year such countries were visited by various Trade Commissioners, and the following special reports were compiled:—

Mr. W. McL. Clarke reported on trade missions to Greece and to Egypt. Mr. L. D. Wilgress covered four of the new countries of South Eastern Europe—Romania, Czecho-Slovakia, Hungary and Austria. A series of articles was contributed by Mr. H. R. Pousette on the Markets of India and the Middle East (being a portion of the extended report on that territory which will shortly be published). Mr. W. J. Egan was the author of a series of exhaustive reports on the Import Trade of South Africa, and this Commissioner has also made a special visit of investigation in the British and French West African colonies with a view to developing those territories for Canadian trade. Major Chisholm has reported on Mexico as a field for exports. These reports were largely published in the *Weekly Bulletin* and in special supplements to that publication during the past year.

EXTENSION SERVICE WITH BRITISH OFFICIALS

It might be noted that in all areas which are not covered by the Trade Commissioners, advantage has been taken of the arrangements made by the Right Honourable Sir George E. Foster with the British Foreign Office, whereby British Consuls co-operate with the Commercial Intelligence Service in providing information upon trade matters. H. M. Senior Trade Commissioner in Calcutta, India, has also rendered valuable service to Canadian manufacturers, and until such date as a Canadian Trade Commissioner is appointed to India this official may be approached for assistance and information.

BUREAU OF INFORMATION IN NEW YORK

On April 1, 1921, the Dominion of Canada Bureau of Information in New York city was transferred from the Department of External Affairs to the Department of Trade and Commerce because of the preponderant commercial importance that the office had assumed, in addition to its original service as a publicity medium. A large volume of inquiries by importers, brokers, and manufacturers came to this office during the past fiscal year, which had previously been made through British officials or Canadian banks. In a large number of cases, these inquirers were put in touch with Canadian manufacturers and exporters.

GENERAL PROGRESS

The late fiscal year was remarkable for its enormous industrial divergencies. In midsummer a crest of speculative business adventure was reached, and in the closing months demands broke utterly. This instability reacted unfavourably on Canadian export trade in both extremes. In the early part of the year domestic demand was so overwhelming that there was no surplus for export. In the later months the foreign markets were so depressed that all but the most conservative business was dangerous. Nevertheless the Commercial Intelligence Branch witnessed a marked

SESSIONAL PAPER No. 10

development during the past fiscal year. With Canadian manufacturers determined to maintain their war output, the demands upon the Commercial Intelligence Branch were constantly increasing, and a wider and more valuable service was rendered than in the past. The volume of routine business increased considerably and with a gratifying increase in appreciative references by Canadian manufacturers. In addition, a considerable start was made toward more specialized commercial intelligence, towards intensive commercial research and the creation of new services for exporters and intending exporters. Three new Junior Trade Commissioners were appointed during the year, and their services were available under the direction of the Director of Commercial Intelligence for this work.

EXPORT INDEX

During the year the Commercial Intelligence Branch compiled a much-needed exporters' index, which provides authoritative information upon the Canadian firms who are attempting export markets, together with an exhaustive index of Canadian products available for export.

TRADE INQUIRIES

A system was devised for the more effectual use of the trade inquiries received from abroad, and the circulation of these inquiries was systematized and expanded.

LIBRARY

The library of the Commercial Intelligence Branch was reorganized during the past year, and now occupies more commodious quarters, an additional room for periodicals having been taken over. The books were catalogued under the Dewey system of classification. A clipping and reference service was inaugurated.

WEEKLY BULLETIN

As a measure of economy, it was found necessary to reduce the size of the *Weekly Bulletin*. However, by limiting its subject-matter more strictly to specific export information, equal service was rendered to Canadian exporters. Constant testimonials were received as to the assistance afforded by this publication.

FOREIGN TARIFFS DIVISION

Early in 1920 a Foreign Tariffs Division was started with a view to studying the customs tariffs of other countries. Many inquiries for information on British and foreign tariffs are received from exporters and from firms who wish to survey prospects for trade in new fields. The information sought relates not only to actual rates of duty on goods but also calls for advice on such matters as Imperial preferences, favoured-nation treatment accorded Canada or competing countries, temporary surtaxes, methods of valuation for customs purposes, conversion of invoice values into different currencies and complicated methods of computing duties peculiar to certain tariff systems. Taking into account all countries, large and small, as well as the numerous colonies or dependencies scattered over the globe, there are approximately two hundred separate customs tariffs in the world. This will indicate the extent to which research into tariff problems may be carried on in the interest of export trade. In conjunction with the work mentioned, the Foreign Tariffs Division investigates the requirements of other countries in regard to invoices, consular documents, certificates of origin, merchandise marks laws, import restrictions, and customs regulations of various kinds which might affect exports from Canada to the markets in question. During the year much information on tariffs and trade regulations was given out to individual firms and many articles of a general nature were published in leaflets or in the *Weekly Bulletin* of the department. The tariff publications issued

12 GEORGE V, A. 1922

by the International Customs Bureau, Belgium, were distributed to the principal Boards of Trade and custom houses throughout Canada for inspection by interested parties.

CANADA-WEST INDIES TRADE AGREEMENT

On June 18, 1920, a new trade agreement was entered into between Canada and the British West Indies in respect of reciprocal tariff preferences, steamship service, and cable communication. The previous agreement was due to expire in 1922, while the existing contract for steamship service between Canadian and West Indian ports expired in October, 1920, but is being carried on under renewals for temporary periods. The new arrangement supersedes the old one and is much larger in scope. It includes British Guiana, Barbados, Trinidad, Leeward Islands, Windward Islands, Jamaica, the Bahamas, and British Honduras. The three latter were not parties to the former agreement. Bermuda was included in the tentative agreement as drawn up last June, but her legislature declined to give it the necessary ratification. All the other West Indian colonies, as well as the Canadian Parliament, passed the required legislation to put the new tariff preferences into operation. (Canada, Barbados, and the Leeward Islands ratified the agreement after the close of the fiscal year under review but they are included here in order to complete the record). Canada gives a preference of 50 per cent to all imports from the colonies which have entered into the agreement with the exception of a few articles which are excluded from the pact or are given special rates of duty. Trinidad, British Guiana, and Barbados, in return, accord a 50 per cent preference on imports from Canada; the Leeward Islands, Windward Islands, and British Honduras agree to a 33½ per cent preference; while Jamaica and the Bahamas give a preference of 25 per cent, a few commodities in each case being excluded from the arrangement. The agreement is for a period of ten years.

The new agreement also provides that the Government of Canada will use its best endeavours to arrange for a mail, passenger and freight steamship service, to come into effect as soon as possible, to which various colonies in the British West Indies will contribute.

The agreement also contains a declaration of the representatives of Canada and the various colonies to recommend, for the favourable consideration of the various Governments concerned, that British-owned and British-controlled cables shall be laid as soon as possible.

The Government of Canada and the various West Indies colonies, with the exception of Bermuda, have ratified the agreement in so far as Canada is concerned. The agreement came into operation on the 10th of May.

FRANCO-CANADIAN TRADE AGREEMENT OF 1921

In order to secure freedom of action in readjusting its foreign trade relations after the war, the French Government, in 1918, gave notice to the different countries concerned for the termination of certain commercial agreements or conventions, including the Franco-Canadian trade convention of 1907-09. The Franco-Canadian convention was therefore due to expire in September, 1919. It was, however, kept in effect by a temporary arrangement under which it might be terminated by either party on giving three months' notice. Canada gave the necessary notice to bring the treaty to a termination in June, 1920. Soon after, however, negotiations began for a new arrangement under which certain products of each country might continue to enjoy reciprocal tariff concessions. On January 29, 1921, a *modus vivendi* was agreed upon, obtaining for Canada the French minimum tariff on nearly all articles

SESSIONAL PAPER No. 10

covered by the old agreement and also on several additional tariff items. Some articles which were in the old treaty were withdrawn from the full benefit of the French minimum tariff but were accorded rates between the minimum and the general. Special rates were also obtained on some new items. Canada, on her part, gave to France the most favourable tariff treatment accorded the goods of any third nation outside of the British Empire. The special rates lower than the Canadian intermediate tariff which were given to France in the old treaty did not obtain in the *modus vivendi*. The result of the new arrangement is that France enjoys the intermediate tariff to the extent that it has been accorded to Italy, Belgium, and the Netherlands, together with the privilege of temporary free entry for commercial travellers' samples in virtue of the Japanese treaty. The former convention included French dependencies but the *modus vivendi* of 1921 is with France alone.

The Act approving the Franco-Canadian Trade Agreement was assented to on May 3, and took effect from that date.

DOMINION BUREAU OF STATISTICS

An important phase of the work of the Dominion Bureau of Statistics during 1920-21 was the preparation for the Sixth Decennial Census, which will be taken June 1, 1921. The census calls for the employment of some 240 commissioners and 12,000 enumerators, the territory for each of which must be carefully organized for a far-reaching and elaborate investigation. The questionnaires for the 1921 census, whilst showing greater detail on certain points, will be as a whole simpler than those of the census of 1911, as a result of the organization of the general field of statistics under the bureau, which now secures a large amount of data by other machinery than that of the census. The census of agriculture, 1921, will be taken, as in 1916, on a special schedule, of which one will be filled in for each farm in the Dominion. A considerable staff was engaged throughout the year in general work preparatory to the census—which has been called "the largest single act of administration carried out by the Government."

In vital statistics good progress was made under the arrangements by which for eight of the nine provinces the statistics of births, deaths and marriages are now collected in collaboration with the Provincial Registrars-General; Dr. E. H. Chapman was appointed in December, 1920, in more particular charge of this work.

The Agricultural and Industrial Census Divisions of the bureau operated under the organizations completed in the preceding year. A bulletin on fruit statistics was a feature of the work in agriculture, and the completion of arrangements for the carrying on of mining statistics a feature of the industrial census; Mr. C. A. Young, M.E., was appointed in 1920 in the latter division. An annual census of fur farms and of raw fur products was inaugurated and a special investigation into wood-using industries carried out.

In the External Trade Division, the annual report on exports and imports was brought out for the first time in full accordance with the reforms in trade classification and statistical analysis completed since the transfer of the work to the bureau. The Internal Trade Division inaugurated a new annual report on the trade in livestock and animal products, which will be continued as a companion report to that on grain statistics prepared in collaboration with the Board of Grain Commissioners. A new quarterly report on hides and skins, a new monthly statement on sugar meltings and a new weekly grain trade statement were features of the work in this division, which during the year took over the statistical branch of the Board of Commerce.

The Finance Division of the bureau brought out a report on the statistics of municipalities of 10,000 and over, and a report on municipalities of from 3,000 to 10,000 was in the press at the end of the year. A record of bankruptcy statistics was placed on a final basis under the provisions of the Bankruptcy and Winding Up Acts.

In the Education Branch a conference on the standardization of education statistics was held with representatives of the provinces in November and a tentative scheme of co-operation arranged for. The initial report of this branch was nearing completion at the end of the year.

In the Transportation Branch, the basis of reporting for railway statistics was changed to that of the calendar year and the issuing of three new monthly reports was begun, namely, a railway traffic report; a report on railway revenues, expenses and operating statistics; and a report on canal statistics.

The scope of the annual report on criminal statistics was enlarged by the addition of police statistics.

CANADIAN TRADE COMMISSION

The work of the Canadian Trade Commission was completed May 31 and although my report only covers the fiscal year ending March 31 last, it has been possible to include herein a statement of the commission's final operations.

In November last Mr. J. H. Wilkie, who was a member of the commission, resigned, since which time the work was carried on by Mr. M. J. Cullen under the continued supervision of the undersigned, as chairman.

As stated in my last report, the purpose of the commission was to place the orders received from the Canadian Mission in London with manufacturers and producers in Canada. The greater part of the orders placed were for goods purchased under the credits extended by the Dominion Government to certain European countries whose people were engaged in reconstruction work following the signing of the armistice.

The past year's work consisted chiefly in completing the delivery of the goods under the contracts allotted during 1919. There was however, one additional contract negotiated, viz., asbestos for the Government of France.

By Order in Council P.C. 18 of January 5, 1920, the unused portions of the credits originally extended to the various foreign countries were cancelled. At the time, the French Government was considering the purchase of asbestos in this country and had been advised that their requirements would be financed out of the credit originally established on their behalf. In October last the French Ministry of Liberated Regions applied to the Canadian Mission in London for a quantity of this material and at the same time requested that a sum be made available out of their credit to finance it. The Dominion Government thereupon decided, in view of the assurances previously given the French officials, to establish a credit sufficient to satisfy the French Government's requirements, and Orders in Council P.C. 2267 of November 1, 1920; P.C. 794 of March 21, 1921; and P.C. 1271 of April 13, 1921, were passed, authorizing a total expenditure of \$236,224 to enable the purchase to be made.

The following are the countries to which credits were originally extended:—

Great Britain.—P.C. 3208, January 2, 1919—			
Timber			\$7,000,000
Romania.—P.C. 699, April 2, 1919—			
Foodstuffs..	\$	5,000,000	
Raw materials..		5,000,000	
Manufactured goods..		15,000,000	
			\$27,000,000
Belgium.—P.C. 824, April 15, 1919—			
Foodstuffs..	\$	5,000,000	
Raw materials..		5,000,000	
Manufactured goods..		15,000,000	
			\$25,000,000
Greece.—P.C. 825, April 17, 1919—			
Manufactured products for materials for the Government..	\$	20,000,000	
Goods purchased through Greek Government for citizens there..		5,000,000	
			\$25,000,000
France.—P.C. 1502, July 17, 1919—			
Foodstuffs..	\$	10,000,000	
Raw materials..		5,000,000	
Manufactured goods..		10,000,000	
			\$25,000,000

SESSIONAL PAPER No. 10

The amounts actually expended by the Canadian Government against these orders were as follows:—

Great Britain	\$22,646,865 65
Roumania	20,449,111 29
Belgium	1,762,789 63
Greece	7,520,473 17
France	5,737,954 53

Coal.—During the strike in the bituminous coal-fields of the United States in 1919, Mr. C. A. Magrath, Fuel Controller for Canada, arranged with the United States Fuel Administration for Canada's requirements. It was agreed that all coal from the United States should be consigned to the order of the Fuel Controller for Canada, who undertook to have it distributed on a priority basis, collect and pay for it. The Fuel Controller not having the necessary clerical staff to carry out the work it was undertaken by the Canadian Trade Commission. Consumers of coal in Canada were requested to file a statement of their requirements and to establish letters of credit in favour of the commission, which were drawn against as deliveries were made and American shippers paid upon receipt of invoices. There were 1,254 cars of coal delivered during the periods of control, and owing to the difficulty in locating the original shippers, payments were only completed in May last.

Sugar.—In December of 1919 the Government being anxious that normal trading should be resumed as soon as possible, removed the restrictions on practically all of the commodities the export of which was controlled under the War Measures Act. At that time, however, it was realized that a sugar shortage existed and in order to insure Canadian consumers a supply sufficient to meet their requirements, it was decided to continue its control for a further period. Therefore, Order in Council P.C. 2465 of December 20, 1919, was passed extending the control over the export of sugar "until the last day of the next session of Parliament." The Canadian Trade Commission exercised the control. During the interval the sugar situation had righted itself and by July 1, 1920, the termination of the session, it was not considered necessary to impose further restrictions and normal trading was automatically resumed.

Throughout the year the services of the staff were disposed of as conditions warranted, and on May 31 the few remaining members were dismissed and the commission discontinued.

EXHIBITS AND PUBLICITY BUREAU

The work of the Exhibits and Publicity Bureau during the past year has been conducted by Mr. R. S. Peck, who, in June, 1920, was promoted from the position of film editor to the directorship of this bureau.

During the year the following films have been produced and released:—

Our Wild Life.
 At the Foothills.
 A Waterway Wonderland.
 Where Nature Smiles.
 Money Making Industry.
 Trapping Tuna.
 Queen of the Coast.
 Through the Norway of America.
 The Robson Trail.
 Where It's Always Vacation Time.
 From Catch to Can.
 The Region of Romance.
 An Editorial Pilgrimage.
 Halifax, the Gun-Guarded Gateway.

12 GEORGE V, A. 1922

Where Salmon Leap.
Selecting a Laying Hen.
Twenty Minutes in Canada—No. 1.
Communing with the Heavens.
Inshore Fishing on the Atlantic Coast (Salmon and Lobster).
Trumpeter Swans.
Winter Lure of Algonquin Park.
Young Canada at Play.
How Irrigation Helps.

These films are now circulating extensively abroad.

The release of one film every second week through the Canadian theatres has been continued throughout the year.

During the year twenty-five of the films belonging to the bureau have been in circulation in the United Kingdom, through a large film distributing agency. Ten prints of each of these films are being used in this distribution and they are meeting with a very eulogistic reception.

In the United States we have had a non-theatrical distribution, which has resulted in a large number of organizations being reached. Arrangements were made also for lectures throughout the United States by Captain Milton State, representing the Canadian National-Grand Trunk Railways. These lectures were illustrated by motion pictures and lantern slides and proved most popular. Captain State addressed Rotary Clubs, university and high school students, Chambers of Commerce, church organizations and employees of commercial firms, and his audiences averaged about 7,000 people per month. Most complimentary reports are on file regarding the success of these lectures.

It is anticipated that in a very short time a contract will be closed with one of the largest film distributing organizations in the United States for the circulation of our films, which will result in their being seen by approximately 6,500,000 people per week.

Twenty-three of our films have been in circulation in China through an agreement with a Chinese distributing company by which they have been exhibited in both foreign and native theatres as well as before a number of clubs in that country. Non-theatrical distribution in China is also arranged by the Canadian Government Trade Commissioner.

In South Africa, arrangements were made by our Trade Commissioner for the distribution of eighteen films in that country. A very wide circulation was secured, including practically every theatre in the country. Very complimentary references have since been received also concerning our films there.

Twenty-four films are being prepared for distribution in France, for which arrangement is being made by the Commissioner General in Paris. Six copies have already been dispatched. These films have titles in French.

For distribution in Cuba, sixteen pictures are being prepared with titles in both Spanish and English. Three copies have been sent forward and others are in course of preparation.

In other countries, non-theatrical distribution is arranged through the offices of the various Canadian Trade Commissioners.

In addition to the production and distribution outlined above, the department has supervision of the *Canadian National Pictorial*, a news weekly, made up entirely of Canadian and a few British news events, together with a short industrial section to boost "Made-in-Canada" goods and a number of quips from the Canadian press entitled "Sense and Nonsense." During the year events have been covered that have been of special interest to various departments of the Government, including Marine and Fisheries, Immigration and Colonization, Naval Service, Air Board,

SESSIONAL PAPER No. 10

different branches of the Department of Agriculture, Commission of Conservation, Post Office, Royal Mint, Observatory, Department of Health, and Government Railways. This weekly provides a medium through which the Government can at any time convey special information to the people throughout the country

STILL PHOTOGRAPHS

An important branch of the work of the Exhibits and Publicity Bureau is the production of still photographs, lantern slides and transparencies. In most instances, still photographers have accompanied the motion-picture cameramen on their official trips and a comprehensive collection of "stills" is being secured, which are useful for illustration purposes in newspapers and magazines and for the making of lantern slides. Many of these have been distributed in England, India, and the United States.

The bureau has produced lantern slides to meet the requirements of a number of the other departments of the Government during the year, including Commission of Conservation, Insurance, Forestry Branch of the Department of the Interior, Immigration and Colonization, Soldiers' Civil Re-establishment, Soldier Settlement Board, Air Board, and Fisheries.

Four dozen large coloured transparencies were sent to the Trade Commissioner in Italy for use at the Imperial Exhibition at the British Chamber of Commerce in Genoa, and others have been sent for exhibition purposes to the offices of various trade commissioners.

The entire work of the bureau is carried on in close co-operation with other departments of the Government service and with the Canadian National-Grand Trunk Railways.

ELECTRICITY AND GAS INSPECTION SERVICES

The fiscal year which ended on the 31st of March last was a record year in so far as the amount of work accomplished is concerned, in the Electricity and Gas Inspection Services, which are in charge of Mr. O. Higman, the Director. The largely increased number of meters tested is due in part, first, to bringing up arrears that occurred during the war; second and mainly, to the increased use of electricity in the homes of the people. There were tested during the year:—

Electricity meters.. . . .	223,062
Gas meters.. . . .	99,319
Total.. . . .	322,381

For the corresponding period of the year previous the total number of meters tested was 266,168, or 56,213 less than during the year just closed.

The amount of revenue accruing from inspection fees was:—

Electricity.. . . .	\$140,772.00
Gas.. . . .	71,056.60
Total.. . . .	\$211,828.60

Expenditure:—

Electricity inspection.. . . .	\$126,003.91
Gas inspection.. . . .	43,563.17
Total.. . . .	\$169,567.08

To the expenditure for inspection in the outside service must be added \$18,000 for the laboratory staff at Ottawa and \$22,000 for office accommodation throughout the Dominion, thus leaving a balance of revenue over the expenditure of \$2,261.52.

12 GEORGE V, A. 1922

EXPORTATION OF ELECTRICAL ENERGY

The total amount of electrical power exported to the United States by the eleven exporting companies in various parts of the Dominion during the fiscal year was 1,019,564,011 kilowatt hours. This amount is somewhat below the normal demand due entirely to the industrial depression that exists south of the boundary.

The electric power shortage in the province of Ontario ceased with the termination of the war and but for the enormous increase in the quantity of electricity used for domestic purposes there might possibly be a surplus, more especially when the Chippewa development of the Hydro-Electric Commission of Ontario now nearing completion is available. There is, however, a very insistent demand for power from the rural population of Ontario and this demand may be relied upon to take care of all hydro-electric developments.

WEIGHTS AND MEASURES

The Weights and Measures service, which is in charge of Mr. E. O. Way, Director, shows a marked improvement, and in fact constitutes the most successful year for this service since Confederation.

This service has never met its expenses out of revenue collected for services rendered in the shape of inspection fees. Since the war, the annual deficits have increased steadily, and to meet the situation the director proposed in 1919 to make the inspection period annual instead of biennial, in the interest of efficiency, and to increase inspection fees in keeping with the general advance in prices everywhere. The necessary legislation was secured in the session of 1919 and the fees were raised by Order in Council, effective April 1, 1920.

The results have been most gratifying. The revenue collected totals \$267,105.62, as against \$149,473.43 last year, an increase of \$117,632.19, or nearly 80 per cent increase.

The total of articles and machines inspected has increased from 427,746 in 1919-20 to 623,233, an increase of 45.7 per cent.

Whilst expenditure has increased from \$272,515.36 in 1919-20 to \$307,076.05 in 1920-21, or little more than 9 per cent.

Included in this expense total is the Cost of Living Bonus, amounting to \$38,922.73, and if this is deducted as a special and extraordinary expenditure, we find the deficit for this service has been reduced from \$77,375.39 last year to \$1,047.73 for 1920-21 (leaving out the Cost of Living Bonus for both years).

With the reduction in travelling, freight and living expenses in prospect, it is hoped that this small deficit will be wiped out this year and that from now on the Weights and Measures service will be self-supporting, the experience of the past year showing that it can be done without inflicting any hardship upon either business or industry.

During the year, 109 seizures have been made of false and incorrect measures, etc., and thirteen court proceedings taken, in which eight convictions were secured with fines amounting to \$120, two cases were withdrawn, one case was lost, and two cases are still pending.

Five of the above cases were for selling short weight, the same number as last year, but the exposure of short weight against a merchant in public is a severe deterrent and very few repeat the offence, once warned.

Short weight, however, can never be adequately controlled until net weight legislation is passed. Under food control during the war, packers of foodstuffs, etc., were compelled to mark their packages with their net contents in weight, measure or count. This requirement has disappeared with decontrol, and this department has failed to secure legislation to perpetuate the above mentioned beneficial legislation.

SESSIONAL PAPER No. 10

When therefore packing concerns are warned of short weight in their packages and in their inquiries learn that marking the contents is no longer a legal requirement, the tendency is to drop such markings, when the package becomes merely a package as far as the Weights and Measures Act is concerned, and thereby evades short weight supervision.

Before concluding this section of my report, it may be observed that the director attributes a large part of the improvement in the Weights and Measures service to the reclassification and the new system of making appointments and promotions. In the absence of classification; promotion by merit and annual increases in salary, the officers had no incentive. This defect is now corrected, and the officers are daily becoming more capable and efficient through the necessity which examinations in duties of office creates of studying their law, technical instructions and practical conditions associated with weights and measures administration. Trade conditions are daily becoming more complicated, which, with the ever-increasing refinements in the methods of weighing and measuring, demand ever-increasing qualifications in the inspection staff, which the present system promises well to take care of.

THE METRIC SYSTEM

The agitation for the compulsory introduction of the Metric System has become less apparent. The propaganda of the World Trade Clubs of San Francisco has, however, served the useful purpose of disturbing the laissez-faire attitude of many interested industries, particularly in the textile and engineering world, who have lodged official resolutions against any such compulsory change. England has lately considered the advisability of introducing a decimal currency, retaining the sovereign and florin but involving a slight reduction in the value of the half-penny. But a special committee under Lord Southwark has rejected the scheme, notwithstanding the unquestionable advantages of decimal currency. I mention this by way of illustrating the seriousness of making changes in the advanced industrial and financial stage the world has reached to-day. If currency which is transitory and merely the medium of exchange cannot be altered, it must be far more serious to alter the units of measurement and production, which are permanently rooted in the vast engineering and architectural structures and industries of our Empire.

BOARD OF GRAIN COMMISSIONERS FOR CANADA

Heavy rains in the fall of 1919 retarded harvesting operations, which, followed by an early setting in of the winter effectually prevented the preparation of the soil for 1920 crops by fall ploughing. A fairly severe winter was followed by heavy snowstorms as late as April, and in consequence the acreage sown for wheat was less than the record for 1919. High prices for grains were a very strong inducement to the seeding of as large an acreage as possible, and in consequence the aggregate was little less than that of the previous year for wheat, oats, barley, rye and flaxseed—30,623,528 acres against 30,644,530 acres.

The late start and the abundance of moisture assured a strong, sturdy growth which had not reached the stage where the heat of the summer could develop rank growth. The drought and heat which overtook it at this stage and continued during the summer months found the plants in better condition, consequently, to resist the damage which United States spring crops suffered. As a consequence heading and ripening were somewhat premature, and the yields greatly reduced, but the grain produced was of very high grade. Harvesting took place under excellent conditions, very little serious delay being occasioned by rains, and the fine weather extending late into the fall enabled an exceptionally large acreage to be prepared for the 1921 crops before winter prevented further outdoor work.

12 GEORGE V, A. 1922

The wheat crop was the second largest ever grown in the Prairie Provinces, and the high grading ensured higher prices to the Canadian farmer when the rapid drop from \$3.63 to less than \$2 per bushel—basis in store Fort William and Port Arthur—took place. Many farm journals had led the farmers to believe the high prices of the previous summer would be sustained. Consequently the drop created a tendency amongst them to hold their grain, with the result that the closing of navigation was more quiet than for many years. Vessels were unable to obtain cargoes and large quantities of grain remained in store at the terminal elevators.

An abnormal demand for Canadian spring wheat was created in the United States, and in consequence no less than 42,077,016 bushels were imported by that country between September 1, 1920, and March 31, 1921. As a result of this abnormal movement the United States Government introduced emergency legislation to renew the tariff on imports of agricultural products.

The recession of prices during the fall necessitating millers purchasing no more than sufficient for immediate requirements, and the absence of any active buying for the United Kingdom until late in November, caused a larger movement by all rail when demands from both sources became active, and in consequence, practically all of the grain marketed during the winter months was immediately absorbed. Not until late in February did stocks in terminal elevators commence to increase. By the end of March a total of thirty-nine million bushels of all grains had accumulated.

All phases of the movement during the period between September 1, 1920, and March 31, 1921, show a marked increase over the previous year. Comparative figures follow:—

For the seven months ending March 31:—

(1) NUMBER OF CARS INSPECTED IN THE WESTERN GRAIN INSPECTION DIVISION

	Wheat	Oats	Barley	Flaxseed	Rye
1921	128,388	23,429	7,377	3,430	1,979
1920	80,167	24,272	7,740	1,568	1,478
In bushels:—					
1921	160,485,000	46,858,000	10,271,800	3,687,250	2,473,750
1920	98,204,575	47,330,400	10,449,000	1,568,000	1,699,700

(2) RECEIPTS AT FORT WILLIAM AND PORT ARTHUR ELEVATORS

	Wheat bus.	Oats bus.	Barley bus.	Flaxseed bus.	Rye bus.
1921	122,629,877	27,335,704	8,113,950	3,031,041	2,225,022
1920	72,067,183	18,024,567	6,361,620	929,592	888,263

SHIPMENTS FROM FORT WILLIAM AND PORT ARTHUR ELEVATOR

	bus.	bus.	bus.	bus.	bus.
1921	102,359,189	12,383,301	5,140,260	1,563,651	1,825,216
1920	64,045,818	14,678,333	4,818,628	742,580	532,136

During the crop year 1919-20 the total grain handled by country elevators showed a slight falling off in wheat and barley as compared with 1918-19, but a marked increase in oats, flaxseed and rye.

	Receipts	
	1919-20	1918-19
Wheat.. .. .	114,536,411 bus.	123,976,794 bus.
Oats.. .. .	64,602,840 "	38,643,567 "
Barley.. .. .	11,540,233 "	12,500,638 "
Flaxseed.. .. .	2,920,830 "	1,982,659 "
Rye.. .. .	1,927,106 "	1,057,221 "
Total all grains	195,527,420 "	178,160,879 "

SESSIONAL PAPER No. 10

The total quantities of principal grains handled by the Government interior terminal elevators at Calgary, Moosejaw, and Saskatoon and the public terminal elevators at Vancouver during the crop year 1919-20, as compared with the previous crop year, are as follows:—

	Receipts	
	1919-20	1918-19
Wheat	7,050,411 bus.	4,404,326 bus.
Oats	6,409,625 "	5,155,118 "
Barley	274,570 "	751,268 "
Flaxseed	129,577 "	36,128 "
Rye	58,727 "	41,280 "

The total quantities of principal grains handled by the Government public terminal elevator at Port Arthur during the crop year 1919-20, as compared with the previous crop year, are as follows:—

	Receipts	
	1919-20	1918-19
Wheat	4,368,761 bus.	3,678,419 bus.
Oats	361,931 "	825,669 "
Barley	119,357 "	436,791 "
Flaxseed	387,838 "	354,174 "
Rye	62,909 "	46,758 "

Owing to the increased acreage sown, and a fairly good crop, almost every available country elevator was operated at the commencement of the season, resulting in an increase of 655 licenses issued over the crop year 1919-20. The following statement shows the number and class of licenses issued during the last three years:—

Licenses issued	1918-1919	1919-1920	1920-1921
Country elevator	3,322	3,142	3,687
Other elevators	51	53	54
Track buyers	130	131	144
Commission merchants	117	113	117
Primary grain dealers . . . . .	..	..	2
Total	3,620	3,349	4,004

GOLD AND SILVER MARKING ACT

Mr. W. J. Ryan, Inspector of the Gold and Silver Marking Act, reports for the year ending March 31, 1921, as follows:—

"The safeguarding of the purity of precious metals has always been the care of Governments, and European nations have strict Marking Acts, which require all gold and silver articles to be of certain fineness before receiving the mark of approval of the country in which they are made.

"Canada has endeavoured to emulate Great Britain in establishing a standard of fineness for her manufactured articles of gold and silver; but being situated closely alongside a country that has no national standard or obligation in regulating the fineness of gold and silver, she is somewhat handicapped, especially in competition with that country's product.

"The Marking Acts of Great Britain and other European countries apply only to "gold and silver" and not to materials known in this country as gold-filled, rolled gold plate, gilt and electro-plate, all of which are truly American, and in no sense do any of these terms define quality: they are descriptive marks and convey only the process by which the gold or silver is applied or assimilated with the base metal of the article.

"No Government other than our own has ever attempted to regulate by statute the marking of goods mentioned in the foregoing paragraph, and I regret to say that section 10 of our Act, which attempts to regulate the marking of such goods, is far from satisfactory.

12 GEORGE V, A. 1922

"Section 8, which governs gold goods, is practical and thoroughly understood by the trade and public and, I am glad to report, very much respected. The same might be said of section 9, governing silver. In both these sections a standard of fineness is established identical with that of the standards of Great Britain, and any goods found inferior in quality than that implied by the mark upon them is a contravention of the Act.

"Section 10, however, does not establish any standard and, consequently, there is no basis for prosecution, as it permits the maker of the most inferior quality of gold-filled, to mark his goods in the same manner as the maker of the highest class of gold-filled goods.

"Canada within the last five years has increased wonderfully in the production of gold-filled goods, and it is pleasing to report that two of the largest manufacturers of such goods, who have recently built large plants in Canada, are particularly anxious to establish a reputation for Canadian-made gold-filled goods, by seeking an amendment to section 10 that will permit them to mark the quality of their product on such articles as to distinguish them from the inferior imported article.

"Section 11, governing the marking of silver electro-plate, fortunately prohibits the abuse in this country of a practice that the British Chamber of Commerce recently complained of as being common in the United States, i.e., usurping the marks of British manufacturers, and passed a resolution at their meeting held in Toronto, September, 1920, dealing specifically with those imitators of British Hall Marks, which sometimes are applied not only to American sterling wares, but also to plated wares as well.

"Another unscrupulous practice, to which attention is now being drawn, is the manufacture and sale in America of plated wares purporting to be "Sheffield ware" or "Sheffield reproduction," and which, since they are never the former, and seldom the latter, have the effect not only of defrauding the public, but of doing incalculable injury to the name of Sheffield in the eyes of the purchaser who may discover the low quality, but not the origin of its purchase.

"Unfortunately, our customs laws permit the importation of such articles made in the United States bearing the marks "Sheffield" or "Sheffield reproduction" provided these marks are accompanied by the words "Made in the U.S.A.," and as there is no stipulation as to the manner in which these marks shall be applied, invariably the word "Sheffield" is applied quite conspicuously and the words "Made in the U.S.A." very obscurely. However, all such cases are subject to the scrutiny of your inspector, who will see that there is no contravention of the Gold and Silver Marking Act by the application of marks that are calculated to mislead.

"In conclusion, I am pleased to report, strange as it may seem, that the jewellery and silverware trade have felt less depression than many other trades. This condition may be attributed to the rate of exchange and the superior quality of the goods now being made in Canada.

"Owing to the scarcity of gold, I would strongly recommend that section 10 be improved so as to encourage the manufacturer of gold-filled goods, to make a superior article, and permit him to mark it its true quality, so that he can consistently request the trade to buy the goods "Made in Canada"."

CRUDE PETROLEUM

Mr. J. C. Waddell, Supervisor of Crude Petroleum Bounties, reports for the fiscal year ended March 31, 1921, that during the past year crude oil production has not been equal to the production for the previous year. In the early part of the year a severe storm swept through the oil territory destroying a great many oil plants, derricks, jerker lines, etc. The damage was so great that it took months to replace the plants and bring production back to normal. During that interval many wells were idle and the production was thereby greatly decreased.

SESSIONAL PAPER No. 10

The storm was largely responsible for a decrease in the old territory to the extent of about twenty thousand (20,000) barrels. The decrease in production of crude oil in the Mozea Field amounted to about twenty thousand (20,000) barrels, making a total decrease of forty thousand (40,000) barrels for the year.

For several years past a number of companies have been prospecting for oil in the Northwest Territories.

The Imperial Oil Company, in September last, were successful in striking oil at Fort Norman, on the McKenzie river, at a depth of seven hundred and fifty (750) feet. The oil is of a splendid quality and similar in gravity to the Pennsylvania oil.

From what I can learn, the Imperial Oil Company is likely to open an extensive oil-field in that north country.

The tar sands of Fort McMurray district have been attracting a good deal of attention during the past year and experiments are being carried on with a view to the extraction of oil from these sands.

Should the experiments prove satisfactory considerable development may be carried on in this district during the coming year.

The following is a statement of the oil production and the bounty paid thereon during the last fiscal year:—

Months	Gallons	Barrels	Bounty
April.. . . .	499,912	14,283.07/35	\$7,498 67
May.. . . .	656,396	18,182.26/35	9,545 96
June.. . . .	663,256	18,950.06/35	9,948 83
July.. . . .	609,188	17,405.13/35	9,137 81
August.. . . .	594,228	16,977.33/35	8,913 40
September.. . . .	577,917	16,511.32/35	8,668 72
October.. . . .	510,615	14,589.00/35	7,659 18
November.. . . .	602,713	17,220.13/35	9,040 69
December.. . . .	541,643	15,475.18/35	8,124 60
January.. . . .	452,909	12,940.09/35	6,792 64
February.. . . .	381,718	10,906.08/35	5,725 75
March.. . . .	475,076	13,573.21/35	7,126 13
Total.. . . .	6,745,571	187,016.11/35	\$98,183 38

BINDER TWINE

Mr. J. C. Waddell, who is also Inspector of Binder Twine, reports, for the last fiscal year, that during the year he visited all the principal centres where binder twine is manufactured and the warehouses in which binder twine is stored. He found the twine in all plants and warehouses up to standard and that the consumers were well satisfied.

The manufacturers report a satisfactory year; prices of sisal and manila fibre have been more evenly balanced than usual and the transportation of raw material has been greatly improved; the market generally is in a more settled condition.

The large tonnage manufactured in 1918 has been repeated this year.

The manufacturers look forward to an increased consumption of their twine and a general improvement in the binder twine trade during the coming year.

The quantity of binder twine manufactured for the year amounts to twenty thousand one hundred and ninety-eight (20,198) tons, and the names of the firms manufacturing this product as follows: Brantford Cordage Company, Brantford, Ont.; Consumers Cordage Company, Dartmouth, N.S.; Consumers Cordage Company, Montreal, Que.; Plymouth Cordage Company, Welland, Ont.

Respectfully submitted.

F. C. T. O'HARA

INDEX

	PAGE
Binder Twine..	27
Board of Grain Commissioners for Canada..	23-24
Cars of Grain Inspected..	24
Receipts of Grain at Fort William and Port Arthur..	24
Shipments of Grain from Fort William and Port Arthur..	24
Bureau of Information in New York..	14
Canada-West Indies Trade Agreement..	16
Canadian Trade Commission..	18-19
Canadian Trade Statistics, 1921..	5
Imports and Exports..	5-8
Cars of Grain inspected..	24
Commercial Information..	12-13
Commercial Intelligence Service..	13-14
Bureau of Information in New York..	14
Export Index..	15
Extension Service with British Officials..	14
Foreign Tariffs Division..	15
General progress..	14-15
Library..	15
Trade Inquiries..	15
<i>Weekly Bulletin</i>	15
Crude Petroleum..	26
Dominion Bureau of Statistics..	17
Electricity and Gas Inspection Services..	21-22
Exchange difficulties..	11
Exhibits and Publicity Bureau..	19-21
Still photographs..	21
Export Index..	15
Export Methods..	10-11
Export Requirements..	9-10
Extending Foreign Trade..	9
Foreign Tariffs Division..	15
Franco-Canadian Trade Agreement..	16-17
Gold and Silver Marking Act..	25
Internal Conditions..	9
Metric System..	23
Trade Inquiries..	15
<i>Weekly Bulletin</i>	15
Weights and Measures..	22-23

INDEX

1	General Information
2	Statement of Work for the Year 1900
3	Statement of Work for the Year 1901
4	Statement of Work for the Year 1902
5	Statement of Work for the Year 1903
6	Statement of Work for the Year 1904
7	Statement of Work for the Year 1905
8	Statement of Work for the Year 1906
9	Statement of Work for the Year 1907
10	Statement of Work for the Year 1908
11	Statement of Work for the Year 1909
12	Statement of Work for the Year 1910
13	Statement of Work for the Year 1911
14	Statement of Work for the Year 1912
15	Statement of Work for the Year 1913
16	Statement of Work for the Year 1914
17	Statement of Work for the Year 1915
18	Statement of Work for the Year 1916
19	Statement of Work for the Year 1917
20	Statement of Work for the Year 1918
21	Statement of Work for the Year 1919
22	Statement of Work for the Year 1920
23	Statement of Work for the Year 1921
24	Statement of Work for the Year 1922
25	Statement of Work for the Year 1923
26	Statement of Work for the Year 1924
27	Statement of Work for the Year 1925
28	Statement of Work for the Year 1926
29	Statement of Work for the Year 1927
30	Statement of Work for the Year 1928
31	Statement of Work for the Year 1929
32	Statement of Work for the Year 1930
33	Statement of Work for the Year 1931
34	Statement of Work for the Year 1932
35	Statement of Work for the Year 1933
36	Statement of Work for the Year 1934
37	Statement of Work for the Year 1935
38	Statement of Work for the Year 1936
39	Statement of Work for the Year 1937
40	Statement of Work for the Year 1938
41	Statement of Work for the Year 1939
42	Statement of Work for the Year 1940
43	Statement of Work for the Year 1941
44	Statement of Work for the Year 1942
45	Statement of Work for the Year 1943
46	Statement of Work for the Year 1944
47	Statement of Work for the Year 1945
48	Statement of Work for the Year 1946
49	Statement of Work for the Year 1947
50	Statement of Work for the Year 1948
51	Statement of Work for the Year 1949
52	Statement of Work for the Year 1950
53	Statement of Work for the Year 1951
54	Statement of Work for the Year 1952
55	Statement of Work for the Year 1953
56	Statement of Work for the Year 1954
57	Statement of Work for the Year 1955
58	Statement of Work for the Year 1956
59	Statement of Work for the Year 1957
60	Statement of Work for the Year 1958
61	Statement of Work for the Year 1959
62	Statement of Work for the Year 1960
63	Statement of Work for the Year 1961
64	Statement of Work for the Year 1962
65	Statement of Work for the Year 1963
66	Statement of Work for the Year 1964
67	Statement of Work for the Year 1965
68	Statement of Work for the Year 1966
69	Statement of Work for the Year 1967
70	Statement of Work for the Year 1968
71	Statement of Work for the Year 1969
72	Statement of Work for the Year 1970
73	Statement of Work for the Year 1971
74	Statement of Work for the Year 1972
75	Statement of Work for the Year 1973
76	Statement of Work for the Year 1974
77	Statement of Work for the Year 1975
78	Statement of Work for the Year 1976
79	Statement of Work for the Year 1977
80	Statement of Work for the Year 1978
81	Statement of Work for the Year 1979
82	Statement of Work for the Year 1980
83	Statement of Work for the Year 1981
84	Statement of Work for the Year 1982
85	Statement of Work for the Year 1983
86	Statement of Work for the Year 1984
87	Statement of Work for the Year 1985
88	Statement of Work for the Year 1986
89	Statement of Work for the Year 1987
90	Statement of Work for the Year 1988
91	Statement of Work for the Year 1989
92	Statement of Work for the Year 1990
93	Statement of Work for the Year 1991
94	Statement of Work for the Year 1992
95	Statement of Work for the Year 1993
96	Statement of Work for the Year 1994
97	Statement of Work for the Year 1995
98	Statement of Work for the Year 1996
99	Statement of Work for the Year 1997
100	Statement of Work for the Year 1998
101	Statement of Work for the Year 1999
102	Statement of Work for the Year 2000

CONTENTS OF VOLUME

THE DEPARTMENT OF TRADE AND COMMERCE

REPORT
1910-1911

REPORT
1910-1911

REPORT

1910-1911

MAIL SUBSIDIES AND STEAMSHIP SUBVENTIONS

1910-1911

Printed and bound by the Government Printer, Ottawa, 1911.

This Report is published by the Department of Trade and Commerce, Ottawa, 1911.

Printed by the Government Printer, Ottawa, 1911.



Printed by the Government Printer, Ottawa, 1911.

